

## Message Text

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PAGE 01 HELSIN 01226 201542Z

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ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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O R 201437Z JUN 74

FM AMEMBASSY HELSINKI

TO USDOC WASHDC IMMEDIATE

INFO SECSTATE WASHDC 7587

AMEMBASSY MOSCOW

UNCLAS HELSINKI 1226

MOSCOW FOR GSO

USDOC FOR BEWT/RICE AND GIC THOMAS FROM VITOUS

E.O. 11652: N/A

TAGS BEXP UR

SUBJECT: POLYMERY 74 POTENTIAL FREIGHT CONTRACTS

REF: VITOUS TELCON JUNE 19 WITH MATHES/ROBB AND  
USDOC 6267

1. GSO AMEMBASSY HELSINKI AND DUSEX POLYMERY TOTALLY  
REVIEWED CAPABILITY OF FOUR DIFFERENT FORWARDERS LOCATED  
IN HELSINKI:

- A. LARS KORGIUS
- B. VICTOR EK
- C. BEWESHIP
- D. JOHN NURMINEN

2. FINNISH HOLIDAYS CAUSING DELAYS OF ALL RESPONSE OF  
BUSINESS COMMUNITY.

3. NURMINEN HAS ESTABLISHED GREATER TRANSIT/PERSONNEL  
PRIVILEGES IN USSR, OTHER COMPANIES WOULD REQUIRE VISAS  
AND TRUCK PAPERS FOR EACH TRIP AND LACK EXPERIENCED  
PERSONNEL FOR THIS TYPE CONTRACT.

4. NURMINEN HAS BEEN CONSTENTLY LOWER IN PREVIOUS  
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PAGE 02 HELSIN 01226 201542Z

BIDS BOTH FOR EMBASSY AND COMMERCE.

5. AMEMBASSY MOSCOW CONTRACTS NURMINEN FOR ALL TRANSIT SHIPMENTS FROM AND TO MOSCOW, BASED ON BIDS.

6. NURMINEN IS MORE FAMILIAR NOW WITH REQUIREMENTS AND VALUABLE TIME SAVED, WHEREAS OTHER COMPANIES WOULD BE TOUCH AND GO WITH ONLY TEN WEEKS BEFORE OPENING OF POLYMERY 74 IN MOSCOW.

7. JOHN NURMINEN OY CONFIRMED TO THE GSO AND DUSEX THAT THEIR PRICES FOR POLYMERY 74 ARE THE SAME AS FOR HEALTH 74 EXCEPT JOHN NURMINEN WILL REDUCE TRAVEL EXPENSES AND SERVICE FRES, WHICH ARE PRO RATED ON ALL INVOICES, FOR POLYMERY EXHIBITION DOWN TO US DOLS \$5100.

8 RECOMMEND USDOC/BEWT AND BIC CONFIRM JOHN NURMINEN OY AS ACCEPTABLE FOR POLYMERY. VITOUS WILL PREPARE IMMEDIATELY FREIGHT CONTRACT, AS FOR HEALTH 74, LESS \$2,500 FOR NURMINEN TRAVEL EXPENSES AND SERVICE FEES.

9 AS SCHEDULED ON JUNE 22, VITOUS RETURNING TO MOSCOW ON FLIGHT SU-204 AT 21:05 HRS. MOSCOW TIME. PLEASE SEND IMMEDIATE TELEGRAM REGARDING FREIGHT FORWARDER CONFIRMATION AS DUSEX MUST MAINTAIN CONSTRUCTION SCHEDULE FOR POLYMERY AGREED ON WITH USDOC/BEWT AND BIC. KREHBIEL

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## Message Attributes

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